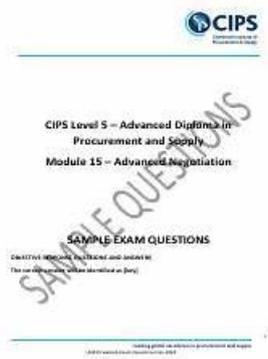


CIPS L5M15 the latest exam practice questions and answers



BTW, DOWNLOAD part of ValidDumps L5M15 dumps from Cloud Storage: <https://drive.google.com/open?id=1gSZ3gNVUDoXyWGMinGLrgGTFIzM3lfTq>

Are you tired of feeling overwhelmed and unsure about how to prepare for the L5M15 exam? Are you ready to take control of your future and get the L5M15 certification you need to accelerate your career? If so, it's time to visit ValidDumps and download real L5M15 Exam Dumps. Our team of experts has designed a Advanced Negotiation (L5M15) exam study material that has already helped thousands of students just like you achieve their goals. We offer a comprehensive L5M15 practice exam material that is according to the content of the CIPS L5M15 test.

CIPS L5M15 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none"> • Understand negotiation relationships and ethics: This section of the exam measures skills of Supply Chain Professionals and covers the role of relationships, trust, and ethics within negotiations. It explains how honesty and long-term partnerships contribute to effective outcomes and examines how situational assessment affects negotiation tone and results. The section also introduces ethical considerations, including the differences between positional and principled negotiation, separating personal factors from issues, and pursuing win-win solutions. It highlights the importance of cultural sensitivity, transparency, and the avoidance of unethical practices such as bribery, corruption, or fraud within professional negotiations.

Topic 2	<ul style="list-style-type: none"> • Understand methods and behavioural factors which can influence others: This section of the exam measures skills of Category Managers and covers the influence of behavioural and interpersonal dynamics in negotiation and collaboration. It explores methods to influence individuals and groups by building trust, creating alliances, and managing conflict, ambiguity, and resistance effectively. Learners examine how attitudes, motivation, and organisational behaviour affect outcomes, including the influence of leadership style, empowerment, participation, and communication. The section emphasizes understanding how organisational structures and informal networks shape negotiation power and decision-making processes within procurement and supply environments.
Topic 3	<ul style="list-style-type: none"> • Understand the key stages which impact on the negotiation process and outcomes: This section of the exam measures skills of Procurement Managers and covers the major phases of negotiation, from preparation to conclusion. It includes understanding how pre-negotiation planning influences success, analyzing whether to negotiate individually or as a team, and preparing with clear objectives, strategies, and intelligence. It also explores structuring a negotiation agenda, applying effective negotiation tools and tactics, handling concessions, understanding opponent motivations, managing deadlocks, and ensuring successful conclusion and documentation of agreements. Post-negotiation focus is on implementing agreements, selling outcomes to stakeholders, and monitoring performance for continuous improvement.

>> Online L5M15 Training <<

L5M15 Valid Exam Cram & L5M15 Valid Guide Files

In order to meet different needs of our customers, we have three versions for L5M15 study guide materials. All three versions have free demo for you to have a try. L5M15 PDF version is printable, and you can study them in anytime and at anyplace. L5M15 Soft test engine supports MS operating system, have two modes for practice, and can build up your confidence by stimulating the real exam environment. L5M15 Online Test engine can practice online anytime, it also have testing history and performance review. Just have a look, there is always a version for you.

CIPS Advanced Negotiation Sample Questions (Q88-Q93):

NEW QUESTION # 88

Holding a meeting is the best way to communicate outcomes of negotiation with Key Player stakeholders. Is this correct?

- A. No - key players have a lot of power and won't have time for meetings.
- B. No - you should not over-communicate with key players.
- C. Yes - key players need to receive regular communication.
- **D. Yes - this is a good way to engage their active support.**

Answer: D

Explanation:

Key players in Mendelow's Stakeholder Matrix (high power, high interest) must be actively engaged and involved in important decisions. Meetings are an effective way to build commitment, gain input, and secure their ongoing support.

Reference: CIPS L5M15 - Stakeholder Mapping and Communication Methods (Domain 1.3).

NEW QUESTION # 89

Yi Ting is advised to use the Principled Approach. Which must she remember? Select TWO

- A. She will be negotiating alone
- **B. Focus on interests not positions**
- C. Do not deviate from the agenda
- **D. Separate people from problems**

Answer: B,D

Explanation:

Two core principles are to separate people from the problem and to focus on interests rather than positions

. (The other two statements are not defining elements of the approach.) Reference:CIPS L5M15 - The Four Principles of Principled Negotiation (Domain 2.2).

NEW QUESTION # 90

Oscar is joining a negotiation team. His brother is the CEO of the supplier. What behaviour is this an example of?

- A. Conflict of interest
- B. Favouritism
- C. Hidden agenda
- D. False claim

Answer: A

Explanation:

A conflict of interest arises when personal relationships or financial interests could influence—or appear to influence—professional judgement. It must be declared and managed to maintain ethical integrity.

Reference:CIPS L5M15 - Ethical Behaviour and Conflicts of Interest.

NEW QUESTION # 91

When might crowdsourcing be useful in a negotiation?

- A. Assessing the other party's BATNA
- B. Deciding on final prices
- C. During the negotiation, to gain better insight
- D. Researching a supplier

Answer: D

Explanation:

In CIPS terms, crowdsourcing means collecting information or opinions from a large group via digital platforms. It can be useful for researching suppliers, validating performance, and benchmarking reputations before negotiations.

Reference:CIPS L5M15 - Information Gathering & External Intelligence Tools (Domain 2.1).

NEW QUESTION # 92

Why is it important to build rapport during a negotiation?

- A. It allows you to deviate from the agenda.
- B. It demonstrates power and influence in the negotiation.
- C. It is the process of building a relationship of mutual trust and understanding.
- D. It is a hard influencing technique that will help secure the desired outcome.

Answer: C

Explanation:

In negotiation, rapport is about creating a foundation of mutual trust, respect, and understanding so that information flows more freely, misinterpretations are reduced, and collaborative problem-solving becomes easier. Strong rapport supports effective communication and smoother movement toward agreement.

Reference:CIPS Level 5, Advanced Negotiation (L5M15) - Topic: Building Rapport (Communication and Interpersonal Skills).

NEW QUESTION # 93

.....

It is very convenient for all people to use the L5M15 study materials from our company. Our study materials will help a lot of people to solve many problems if they buy our products. The online version of L5M15 study materials from our company is not limited to any equipment, which means you can apply our study materials to all electronic equipment, including the telephone, computer and so on. So the online version of the L5M15 Study Materials from our company will be very useful for you to prepare for your exam. We

